McElwaine criticizes protectionism

AIADA speakers rebut Iacocca

By Matt DeLorenzo
Los Angeles Reporter

LAS VEGAS. — Led by its president, Robert M. McElwaine, the American International Automobile Dealers Assn. (AIADA) used its luncheon to rebut the protectionist sentiments expressed by Chrysler Chairman Lee Iacocca during the NADA keynote.

Under the recurring theme of "Let's talk sense," McElwaine said the American public has "been bombarded with some of the most outrageous nonsense ever heard outside of a national political campaign" when it comes to the effect of imports on the U. S. economy.

"We tolerate the protectionism of other countries that close their borders to our goods, while happily permitting those countries to sell their goods here in unrestricted fashion," McElwaine said. "Our markets are free and open, so goes the myth, while those of other nations are closed to us."

Not so, said McElwaine. "The U. S., far from being the victim of other nation's predatory trade practices, is the world's largest exporter," he said.

McElwaine contended that not only is the U. S. active in other markets, but that it, too, has its share of quotas and restrictions as well.

McElwaine said that the U. S. auto industry has won protection from the government while at the same time "has easily propagated the illusion that it operates in a state of mutual antagonism with its government, while the Japanese manufacturers and the Japanese government conspire to wreck the U. S. industry."

• "For the past several years," he said, "the American automobile industry has been protected from foreign competition by a network of trade barriers including the highest tariff on trucks imposed by any industrialized nation in the world, a discriminatory tariff on automobiles that permits U. S. manufacturers to import their product from Canada without duty, while imposing a 2.5 percent duty on other imports, and a quota on Japanese cars that has been in effect since April 1, 1981."

He added that the industry has further benefited from changes in the tax code and government - guaranteed loans. "What the industry's response has been to all these benefits is that they'd like a little more protection please," McElwaine said.

That protection may be in the form of local content, McElwaine hinted: "The seed for domestic content legislation was sown in the summer of 1981 when Ford and General Motors sought concessions from the UAW that would enable them to achieve competitive status with the more efficient Japanese manufacturers."

McElwaine said that the union's refusal to go along with the concessions prompted the "world car" strategy to go elsewhere in the world to cheaply produce vehicles.

"The UAW's answer to this 'world car' concept was, 'there oughta be a law,' " he said. "Getting Congress to legislate such cost-raising restrictions on an already crippled domestic industry, however, posed problems to make even a skilled union lobbyist quake.

• "Some genius within the UAW, however, came up with the answer: Sell the bill to Congress as anti-Japanese, Buy-American, save-the-jobs bill," McElwaine said.

"Domestic content may cause a temporary feeling of well-being, but it will solve none of the basic problems of the automobile industry and, indeed, over time, will exacerbate many of them. There is no quick fix for Detroit; there is only the long, hard struggle to regain their competitive position."

Outgoing AIADA Chairman David M. Zinn said the domestic content battle last year was the greatest challenge the association has faced and that the fight is far from over.

"All we won was time—time to prepare for the next onslaught which has already started with the introduction of HR 1234, the Domestic Content Bill of 1983," he said.

Thomas Nemet, Zinn's successor, promised to carry on the fight. "I have a motto for all of us and a promise for my year as chairman. The motto is 'don't sit back,' " he said.

Nemet said AIADA faces formidable opposition in the local-content struggle. "Our job is even harder this year," he said. "The UAW has up to 75 percent of new members of Congress sympathetic to its bill."

Nemet stressed the need for all import dealers to become involved.

"All import dealers are in this fight together," he said, "whether they will be hurt immediately by content legislation or by the inevitable step of extending the coverage of the content legislation more broadly. Make no mistake: Once we head down the road to domestic content, no importer or dealer will be immune."

Chicago Auto Show offers a spotlight for new models

CHICAGO.—The 75th Chicago Automobile Show, to be held at McCormick Place Feb. 26-March 6, will be the stage for the national introductions of eight passenger cars and a new truck line.

For many years, manufacturers used the Chicago exposition to introduce new cars, but in recent years, with the accent on downsizing and fuel economy, the cars have not been there for first-time showing.

But auto makers from the U. S. and abroad have decided to use this year's show to present new cars to the press and the public.

The national preview of the Ford Tempo and Lincoln-Mercury Topaz will be staged here on Thursday (Feb. 24), just before the show opening.

Datsun will host the press on Feb. 23 to present the Pulsar Turbo and Stanza notchback, before the public gets its first glimpse of the cars at the show.

Robert C. Stempel, Chevrolet general manager, will host a press conference on the new Corvette on the morning of Feb. 25.

The briefing will include information from the chief engineer David R. McLellan and chief designer Jerry M. Palmer, as well as marketing information from Thomas A. Staudt, the division's general marketing manager.

Mitsubishi will introduce its Montero, a sports utility vehicle, at a press briefing on Feb. 23 and will exhibit the vehicle during the show.

Isuzu is to present its Impulse, a 2+2 sporty passenger car shown only in prototype at St. Louis, which will not be on the market until May.

Toyota will present its Camry line, to replace the Corona vehicles, at the show.

Datsun also has decided to present its 1983½ truck line to the public for the first time at its Chicago exhibit.

The show is staged by the local dealer organization, the Chicago Automobile Trade Assn. (CATA). The show committee chairman is Joseph Bidro, Villa Park Motors (Ford), Villa Park, Ill.

breaking news

Continued from Page 1

Chrysler sells interest in Sigma

DETROIT.—Chrysler Corp. has sold its 24.9-percent interest in Sigma Motor Corp., the South African vehicle manufacturer, to Anglo American Corp. Sigma is now wholly owned by Anglo American. Sigma retains access to Chrysler technology but currently makes no Chrysler vehicles. It relies instead on Japanese models from Mitsubishi and Toyo Kogyo. It holds rights to Citroen and Peugeot, but does not manufacture either.

GM of Canada reports loss

OSHAWA, Ont.—General Motors of Canada reported a net loss of $71.7 million in 1982, which it blamed on retooling expenditures, high interest rates and an 8.1-percent decline in net sales. Sales of $9.57 billion were still enough to make 1982 the second-best sales year on record.

Auto imports rise 3 pct. in month

WASHINGTON.—Automobile imports in November rose 3 percent above the year-earlier month, the Commerce Department said. The total was 217,225, up from 210,695.

Peugeot 205 ready for France

The new Peugeot 205—shown here in SR version—is to debut in France Feb. 24 and is slotted between the 104 and 305 models. The front-drive 205 will be offered with four engine options, from 954 cc to 1.3 liters. Fuel tank and spare are under the floor. The 205 may replace Chrysler's Omni/Horizon in the U. S. in 1985.

New-car sales trail 1982 in month-opening period

By Jenny L. King
Staff Writer

The spell was broken—or at least cracked — when domestic new-car sales failed to surpass their year-ago level in the first February period. It stopped the chain of consecutive plus periods at 10.

Feb. 1-10 sales dipped some 5,000 units below the comparable 1982 total, a difference of 3.79 percent. The final tally was 136,878 versus 142,273.

Year-to-date sales remained 7.71 percent ahead of 1982, climbing to 549,771 from 510,-411.

Chrysler Corp. was the only major U. S. auto maker to report a sales increase in early February. Chrysler was up 2.82 percent, to 16,846 from 16,384 in 1982. Sales of American Motors passenger cars were estimated at 4,000 units, up 73.91 percent from 2,300. AMC does not release sales figures on a 10-day basis.

General Motors dealers retailed 83,544 new cars during the period, down 5.20 percent from 88,131 last year. Ford Motor Co. sales dropped 8.57 percent, to 30,925 from 33,824. Volkswagen of America missed its year-ago sales by 4.35 percent, dipping to 1,563 from 1,-634.

GM's share of the market was shaved to 61.04 percent from 61.94 percent a year ago. Ford dropped to 22.59 percent from 23.77 percent. Chrysler climbed to 12.31 percent from 11.52 percent. AMC had 2.92 percent, up from 1.62 percent, and VWoA sales accounted for 1.14 percent compared with 1.15 percent a year earlier.

Of the Chrysler Corp. makes, only Chrysler reported a sales gain for the period: Up 42.32 percent. Plymouth was down 16.15 percent, Imperial was down 7.55 percent and Dodge was down 0.89 percent.

Ford was down 12.45 percent, Mercury was up 0.88 percent and Lincoln was off 0.43 percent.

At GM, Buick was up 10.35 percent, Cadillac was up 8.75 percent, Chevrolet was off 23.64 percent, Oldsmobile was up 35.13 percent and Pontiac was down 32.69 percent.

Annualized sales based on the Feb. 1-10 total were moving at a rate of 5,873,000 for 1983.

DOMESTIC SALES

	1983	1982
AMERICAN MOTORS	4,000†	2,300†
Chrysler	5,145	3,615
Imperial	49	53
Plymouth	5,223	6,229
Dodge	6,429	6,487
CHRYSLER CORP.	16,846	16,384
Ford	20,815	23,775
Mercury	8,029	7,959
Lincoln	2,081	2,090
FORD MOTOR	30,925	33,824
Buick	17,367	15,738
Cadillac	6,577	6,048
Chevrolet	26,749	35,031
Oldsmobile	23,458	17,359
Pontiac	9,393	13,955
GENERAL MOTORS	83,544	88,131
VOLKSWAGEN	1,563	1,634
INDUSTRY TOTAL	136,878	142,273

† Estimate

Olds to drop V-8 diesel in California for '84

LOS ANGELES. — Oldsmobile will drop the 5.7-liter V-8 diesel from its lineup in California next fall as a result of that state's 1.0 grams per mile NOx standard for those power plants in the 1984 model year, according to James F. Mattox, the division's general sales manager.

Mattox said the 4.2-liter V-6 diesel, offered on Cutlass Ciera and Cutlass Supreme models, will continue to be sold in California. He noted that diesel sales in general are down and that the division is "building diesels in line with demand."

Mattox was here to kick off the "Great Olds Road Show Sales Rally," a six-week sales and promotional program that will feature six special-edition Oldsmobiles. The six models are the Firenza GT, 15th Anniversary Hurst/Olds, Omega ES, Ciera ES, Ciera Holiday Coupe and the Cutlass Supreme Special Edition.

The sales goal for those units is about 50,000 the remainder of the '83 model year, and Oldsmobile expects half to be the Ciera ES and Holiday Coupe.

Mattox said Oldsmobile sales are up in 1983 and that the division has posted its 13th consecutive 10-day sales gain over the previous year.

"In the last quarter, we saw a definite pickup in sales," Mattox said. "The trend has continued through February."

Oldsmobile's share of the total market was 10.1 percent in 1982, an alltime high.

"We're currently running at a 10.8-percent clip," Mattox said, attributing the success to "good product and a good dealer organization."

truck industry news

January retail sales jump 7.8 percent to 193,592

Retail sales of trucks in the U. S. in the first month of 1983 totaled 193,592, up 7.8 percent from 179,534 in January last year.

Leading the gain were light trucks, which were up 9.9 percent from January a year earlier to 180,070 units, compared with 163,835.

Imported compact pickups totaled 31,844 in January, up 10.7 percent from 28,762 a year earlier. Noncaptive imported pickups totaled 24,513, a whopping 38.9 percent from 17,650 a year earlier.

Mediums were up 8.7 percent at 3,431, compared with 3,157 a year ago, while heavies were down 18.23 percent to 12,842 from 10,501.

Chevrolet held onto the sales lead among the domestic makers, despite a 21.7 percent gain by Ford during January. Chevrolet sales totaled 65,200, up 3.9 percent from 62,771 a year earlier. Ford boosted its sales to 62,492 from 51,329 in January last year.

GMC sales in January totaled 16,579, up 9.9 percent from 15,088 a year earlier.

Dodge and Chrysler-Plymouth dealers retailed 12,076 trucks in January, down 36.7 percent from 19,084 a year earlier.

Sales of Jeep four-wheel-drive vehicles during January were 4,872, including 383 Scrambler pickups.

Sales of compact pickup trucks during January totaled 67,895, up 51.3 percent from 44,871 a year earlier.

January sales of domestic compacts — Chevrolet S-10 and Blazer, GMC S-15 and Jimmy, Jeep Scrambler, Ford Ranger and Volkswagen—totaled 36,051, up 137.9 percent from 16,109 a year earlier.

Sales of Japanese-built compact pickups were also up during January to 31,844 compared with 28,762 a year earlier.

Toyota dealers sold 9,664 pickups during January, up from 8,468 a year earlier. Datsun pickup sales totaled 8,934, up from 6,245.

• Mazda deliveries totaled 3,870, up from 1,739 a year earlier, while Isuzu sales rose to 1,518 from 1,198. Mitsubishi dealers sold 527 pickups under that name in January. They were not in the market a year earlier.

Chrysler Corp. dealers sold 1,533 Dodge Ram 50s and 99 Plymouth Arrows made by Mitsubishi, compared with 3,481 and 653 a year earlier.

Other captive sales totaled were Ford Courier, 4,852, compared with 4,228, and Chevrolet LUV, 847, compared with 2,750.

Volkswagen dealers sold 544 Rabbit pickups, down from 1,115 a year earlier.

Domestic trucks in inventory at the end of January totaled 519,308 units, about a 77-day supply.

Big Three January, year to date truck sales

	1983	1982
Vans	10,428	6,136
Club Wagon	1,889	1,752
Ranger	11,699	.....
Bronc II	15	.....
Courier	4,852	4,228
Bronco	2,807	2,571
Conventional		
Pickups	27,702	33,223
Mediums	3,100	N.A.
Heavies	.....	N.A.
Chevrolet		
Vans	10,242	6,755
Sportvan	1,453	992
S-10	13,334	11,672
S-10 Blazer	5,807	.....
LUV	847	2,750
El Camino	1,455	1,744
Blazer	1,825	2,826
Suburban	2,418	1,808
Conventional		
Pickups	26,741	33,133
Mediums	1,078	1,091
Chrysler		
Vans	3,396	4,429
Voyager	283	463
Ram Wagon	1,576	1,879
Scamp	162	.....
Rampage	538	973
Arrow	99	653
Ram-50	1,533	3,481
Trail Duster	.....	46
Ramcharger	910	513
Conventional		
Pickups	3,579	6,647
GMC		
Vans	2,341	1,590
Caballero	123	201
S-15	2,748	1,772
S-15 Jimmy	838	.....
Jimmy	369	508
Suburban	699	418
Conventional		
Pickups	7,303	7,018
P models	137	324
Mediums	1,514	2,221
Heavies	507	1,036

Marines use propane in fuel-economy test

CAMP PENDLETON, Calif.— The Base Motor Transport at this Marine base has begun fueling 40 government-owned Chevrolet LUV trucks with propane gas as an experiment of alternate fuel consumption and economy.

Urban Astro

Mickey Gilley, whose night club became famous in Urban Cowboy, received an '83 Astro truck tractor for his concert tour from the Houston GMC dealers. Gilley is spokesman for GMC and will do promotional spots for GMC dealers throughout the year.

Depressed economy, devaluation of peso cited in poor fourth-quarter

Fruehauf posts loss, sees recovery

DETROIT. — Fruehauf Corp. has reported that while the depressed economy and resultant weaknesses in its major markets and the devaluation of the Mexican peso resulted in a fourth-quarter loss, a number of positive factors point to a return to profitability during the second quarter of 1983.

The fourth-quarter loss of $7.2 million, or 58 cents a share, on sales of $434 million, compares with net earnings of $0.8 million, or 6 cents a share, on sales of $514 million for the fourth quarter of 1981.

Fruehauf reported that the fourth-quarter loss included a $9 million charge after tax, resulting from current economic conditions in Mexico and translation losses arising from the devaluation of the Mexican peso.

A substantial reduction in inventories, primarily in the fourth quarter, resulted in partial liquidation of LIFO layers, reducing the net loss for the year by $6 million.

Fruehauf reported a net loss of $30.4 million for the year, or $2.47 a share, on net sales of $1.9 billion. This compares with 1981 earnings of $21.4 million, or $1.74 a share, on sales of $2.2 billion. This loss was the first that Fruehauf reported since 1958.

• Fruehauf's two major markets had their lowest volume in years. Industry shipments of truck-trailers were down 20 percent from 1981, the lowest since 1975. North American car and light-truck production was down 10 percent from 1981, the lowest since 1961.

Fruehauf Finance Co., which provides sales and lease financing to Fruehauf customers, reported earnings of $14.2 million and finance revenue of $88.6 million for 1982, compared with 1981's $16.1 million and $100.9 million, respectively. Prior to 1982, the finance arm of Fruehauf had set earnings and finance revenue records for 12 consecutive years.

Fruehauf also reported that within the last six weeks, it has paid off all of its domestic short-term debt. During this time, Fruehauf marketed two public long-term debt financings, totaling $72 million, and a $41 million convertible preferred stock issue.

Chairman and Chief Executive Officer Robert D. Rowan and President and Chief Operating Officer Thomas J. Reghanti cited activities in all major business segments that point to a recovery beginning in the second quarter:

1. Cost reductions in both the truck-trailer and automotive component segments that promise a return to profitability with minimum market improvement.

2. North American passenger-car and light-truck production schedules for the first quarter of 1983 are estimated to be up more than 30 percent from the first quarter of 1982.

3. A substantial increase of inquiries regarding new trailers, the highest in the past several years.

4. Liberalization in size and weight restrictions allowing the use of trailers up to 102 inches wide and 48 feet in length, plus government legislation allowing the use of doubles across the nation. Fruehauf is already equipped to turn out the new sizes.

5. Development of a number of new trailers and automotive components, including automotive electronics.

6. Installation by midsummer of a large new drydock at Jacksonville Shipyards to replace one returned to the U. S. Navy in mid-1982.

A delay in new trailer orders will adversely impact first-quarter results, according to the Fruehauf executives.

'Useful life' definition may be overhauled

WASHINGTON. — The EPA has scheduled a March 10 hearing concerning its plan to reduce the "useful life" definition for light and heavy-duty trucks.

The agency will hear comments about the plan at its Ann Arbor (Mich.) testing lab.

Under light and heavy-duty emissions regulations put into effect by the Carter Administration, the useful-life definition for light and heavy-duty trucks would have changed from 5 years/50,000 miles to the length of time to the first engine rebuild commencing with the 1984 model year.

Earlier this year, however, the Reagan Administration postponed until 1985 the effective date of more-stringent emission standards for light and heavy-duty trucks and presented two options regarding the useful-life definition.

For the 1984 model year, it proposed that manufacturers could use the old definition of useful life (5 years/50,000 miles), or for those already committed to full-life certification, the EPA would assign useful-life values, i.e. light-duty trucks average about 12 years and 120,000 miles.

For 1985 and later model years, the agency proposed another useful-life definition wherein it assigned years and mileage for light-duty trucks at 6 years/65,000 miles; heavy-duty gas engines at 5 years/60,000 miles or 1,800 engine hours; Class V heavy-duty diesels at 5/60,000 or 1,800 engine hours; Class VI heavy-duty diesel engines at 5/100,000 or 3,000 engine hours, and class VII/VIII heavy-duty diesel engines at 5/137,500 or 4,125 engine hours.

The March 10 hearing will commence at 9 a.m. The agency held a preliminary hearing Feb. 18 at the same location to clarify its proposals.

In that vein, the agency announced along with the hearing date and location that, in the event it adopts the extended half-life option, the high-altitude light-duty truck emission standards will be adjusted to maintain proportionality.

High-altitude HC would be 0.83 grams per mile and CO would be 12.3 grams per mile.

Kicking up its heels

Ford's Bronco II officially debuts March 10. The theme line, "It's a brand new kick," is being used to introduce the slimmer Bronco, with suburbia seen as an added sales market. J. Walter Thompson handles.

Honda turns to 3M

The role of tape in quality control

MARYSVILLE, O. — The gas tank looks perfect, but Bill W. Hedges, engineering coordinator at Honda of America, Inc., is not satisfied.

He shifts the motorcycle component so that the light falls from a slightly different angle, and points to a tiny speck in the two-tone metallic finish.

"That could be enough for us to reject a part," he says of the almost indetectable flaw.

Quality control is serious business at Honda. Honda products come off the line in perfect working order, everything fits and the finish is impeccable. Otherwise, the product does not go out the door.

The Marysville factory has unique features concerning quality. Hedges says that every associate in the facility is considered a QC manager with the responsibility for approving the motorcycles all the way down the line. The American plant competes successfully, in management's eyes, with the QC crew in the Japanese home factory. As part of this friendly rivalry, the Marysville plant recently improved its already impressive quality record by 20 percent.

With such rigid standards, the only way Honda can continue building products that can be competitively priced is to make certain that the job is done right the first time. Rejecting parts, and re-doing work can quickly add up to significant costs, Hedges says. The way to avoid that situation is to have highly trained and motived associates, while using materials which are subjected to extensive testing for quality and consistency, he adds.

"Because the paint job is so crucial in determining the overall appearance of the finished motorcycle, we pay particular attention to the paints and masking materials we use," Hedges says.

• Two industrial tapes made by 3M, Scotch Brand No. 231 Paint Masking Tape, and Scotch Brand No. 218 Fine Line Tape, have helped the manufacturer avoid potential problems in the paint finishing area, Hedges says.

The Marysville plant, which opened in 1979, builds three popular Honda models, the Aspencade, 1100 and CB. Depending on whether the motorcycle is outfitted with special fenders, fairings and other accessories, the amount of two-tone painted surface can vary somewhat. These generally involve a base color, an accent color and a decal which all must be applied with a great deal of precision.

The fine-line tape is applied to complex compound curves on the parts, while the standard masking tape is used where the extreme flexibility and sharp curve-holding capabilities of the fine-line tape are not needed.

"It's difficult to find a tape that will retain its memory bank when applied in a sharp curve," Hedges explains. "Most will pull away after a period of time. Because production schedules vary, the tape may remain on the component prior to painting anywhere from a few minutes to overnight. The No. 218 tape stays in place until we remove it."

• The fine-line tape consists of a specially extruded matte finish green polypropylene backing, coated with a pigmented rubber-resin adhesive designed for masking use. Its 4.5 mil thickness makes it ideal for the fine paint edges desired by Honda, Hedges says, because, when the tape is removed, a very thin edge, almost imperceptible to the touch, is left behind. Honda uses the ¼-inch width primarily, although some of the ½ inch wide fine-line tape is also applied.

The No. 231 paint masking tape used in the Honda paint masking machines, on the other hand, has a smooth crepe paper base saturated with a pigmented rubber-resin material that helps prevent solvent and moisture from soaking through. Its adhesive has the same properties as the fine-line tape.

The tape is used either alone or with some masking paper for many different Honda parts. So exacting are the company's standards that masking is even done inside parts, so that overspray through holes will not coat the inner surfaces. Honda uses the one-inch and two-inch widths of the tape, with some testing under way on the four-inch version.

Hedges likes the properties of these tapes. He says they do not leave an adhesive or film on the part, which is important because such contamination can interfere with additional painting steps to follow.

"When we remove the tape, we like everything to come up, and nothing left behind to be cleaned off manually," he points out. "They have just the right amount of adhesion. Most other tapes we tried or considered were either too strong or not strong enough."

When some tapes are pulled, wrinkles occur, he continues, causing paint chips which then fall on the part. This is especially true of some lacquer-based paints. The 3M tape pulls right off without chipping. The tapes can also be used over fresh lacquer or enamel, with little risk of leaving an imprint, Hedges says.

The fine line tape's thinness contributes to the minimum edge buildup, and the matte finish backing holds paint securely for less flaking and paint running, he continues. It sticks instantly, so less labor is involved in applying it to surfaces to be painted. The crepe masking tape has many of the same features, and for a paper tape has excellent sliver and moisture resistance.

Much masking is done by hand, Hedges says. The easy hand tear of the 3M tapes eliminates any need for a knife, which, in turn, does away with extra time-consuming steps.

"Because we try very hard to do things right the first time, we conduct extensive testing whenever we try new materials," Hedges says. "What we look for are the qualities and consistency that we need for a given job, availability and a realistic price."

Cowboys score with GMC dealers

Doug Cosbie, far left; Randy White, center, and Drew Pearson, far right, of the Dallas Cowboys football team, joined Tra-Tech Corp. personnel Bob Isham, center left, president, and Phil Wetherby, right center, national sales manager, in welcoming GMC dealers to the Texas Stadium for a tour of the stadium with the players and the unveiling of Tra-Tech's limited edition vans. The event was part of a two-day driveaway hosted by Tra-Tech, of Gardena, Calif.

TIRE OPTIONS ON 1982 U. S. MODELS

	Steel Belted Radials	Percent of Output	Glass Belted Radials	Percent of Output	White Sidewalls	Percent of Output	Styled Deluxe Wheels	Percent of Output
AMERICAN MOTORS*	15,491	21.85	55,386	78.12	45,524	64.21	.....	.....
Spirit	827	4.10	19,355	95.90	13,300	65.90	.....	.....
Concord	5,593	16.60	14,181	83.30	23,551	69.90	.....	.....
Eagle	.....	59.90	.....	40.50	.....	64.80	.....	.....
CHRYSLER CORP.	268,530	37.10	489,472	67.60	636,816	87.90	517,619	71.40
C-P Total	204,073	28.20	243,696	33.60	378,898	45.00	326,343	72.80
Horizon	1,494	3.10	41,184	96.90	26,119	65.30	20,784	48.50
TC3	9,218	4.50	33,460	13.70	28,039	7.00	21,936	21.60
Reliant	25,037	12.30	136,892	56.20	135,267	35.70	100,312	61.70
Gran Fury	469	2.50	18,278	97.50	8,736	46.60	1,574	8.40
Imperial	2,717	100.00	.....	.....	2,717	100.00	2,717	100.00
Cordoba	5,205	2.00	13,882	5.70	19,147	100.00	19,147	100.00
LeBaron	103,310	100.00	.....	.....	103,310	100.00	103,310	100.00
New Yorker	56,503	100.00	.....	.....	58,563	100.00	56,563	100.00
Dodge Total	64,457	24.00	240,796	49.20	257,918	93.40	191,776	69.30
024	1,773	38.90	27,851	61.10	37,012	81.20	28,807	63.20
Omni	2,542	1.30	79,461	96.90	53,548	65.30	39,771	48.50
Aries	20,878	3.90	103,638	82.90	109,014	87.20	77,010	61.60
Diplomat	1,392	2.20	24,866	94.70	15,492	59.00	2,836	10.80
Dodge 400	34,340	53.30	.....	.....	34,340	100.00	34,340	100.00
Mirada	3,532	5.50	4,980	58.50	8,512	100.00	8,512	100.00
FORD MOTOR	1,300,307	99.40	.....	.....	786,649	60.10	943,943	72.14
Ford Division	885,345	67.70	.....	.....	536,108	41.10	434,373	33.20
Escort	318,418	100.00	.....	.....	71,007	22.30	318,518	100.00
EXP	22,650	100.00	.....	.....	4,258	18.80	22,650	100.00
Mustang	130,418	100.00	.....	.....	95,205	73.00	40,168	30.80
Granada	120,323	100.00	.....	.....	110,336	91.70	7,219	6.60
T-Bird	45,142	100.00	.....	.....	45,142	100.00	27,085	6.00
Ford	120,660	100.00	.....	.....	101,837	84.40	10,256	8.50
Fairmont	127,739	100.00	.....	.....	108,323	84.80	14,435	11.30
L-M Division	461,982	100.00	.....	.....	324,277	76.60	69,239	16.70
LN7	11,540	100.00	.....	.....	8,517	73.80	5,285	45.80
Lynx	100,113	100.00	.....	.....	31,336	31.50	4,005	4.00
Capri	36,134	100.00	.....	.....	29,999	83.00	.....	.....
Zephyr	39,134	100.00	.....	.....	23,377	89.80	.....	.....
Cougar	56,950	100.00	.....	.....	54,957	96.50	.....	.....
XR-7	16,867	100.00	.....	.....	16,867	100.00	.....	.....
Mercury	77,157	100.00	.....	.....	76,771	99.50	.....	.....
Continental	23,908	100.00	.....	.....	23,908	100.00	23,908	100.00
Lincoln	35,009	100.00	.....	.....	35,009	100.00	16,236	46.30
Mark VI	26,336	100.00	.....	.....	26,336	100.00	19,805	75.20
GENERAL MOTORS	2,260,016	64.10	1,030,683	29.40	1,936,343	55.20	1,290,522	36.80
Buick Division	563,175	76.10	176,800	23.40	713,284	96.40	94,415	12.80
Skylark	34,261	23.70	110,299	76.30	136,031	94.10	4,047	2.80
Skyhawk	6,325	13.20	41,593	86.80	39,101	81.60	5,558	11.60
Century	80,311	78.00	22,654	22.00	98,227	95.40	7,413	7.20
Regal	223,162	99.00	2,254	1.00	220,809	98.40	43,730	19.40
Buick	175,045	100.00	.....	.....	175,045	100.00	31,508	18.00
Riviera	44,071	100.00	.....	.....	44,071	100.00	2,159	4.90
Cadillac Division	234,131	100.00	.....	.....	222,315	94.40	29,607	12.60
Cimarron	25,968	100.00	.....	.....	14,152	54.50	25,968	100.00
Seville	19,995	100.00	.....	.....	19,995	100.00	774	3.80
Eldorado	52,018	100.00	.....	.....	52,018	100.00	936	1.80
Cadillac	136,150	100.00	.....	.....	136,150	100.00	1,929	1.40
Chevrolet Division	683,723	52.70	478,217	36.90	.....	.....	483,551	37.30
Chevette	8,623	37.00	224,185	96.30	.....	.....	.....	.....
Cavalier	37,445	19.20	15,758	80.80	.....	.....	152,704	78.30
Celebrity	33,443	36.20	58,887	63.80	.....	.....	10,826	11.70
Camaro	178,808	91.00	17,023	9.00	.....	.....	178,359	94.00
Citation	43,868	26.50	121,799	73.50	.....	.....	65,577	39.60
Malibu	75,560	65.10	40,565	34.90	.....	.....	20,558	12.70
Monte Carlo	92,391	100.00	.....	.....	.....	.....	55,527	60.10
Chevrolet	188,178	100.00	.....	.....	.....	.....	.....	.....
Corvette	25,407	100.00	.....	.....	.....	.....	23,603	92.90
Oldsmobile Division	545,173	77.62	157,890	24.26	681,840	97.10	225,853	32.20
Omega	17,800	22.98	596,920	77.05	71,368	92.12	15,540	20.10
Firenza	4,810	15.98	25,998	86.35	24,423	81.12	12,319	40.92
Cutlass/Supreme	194,337	100.00	.....	.....	194,337	100.00	121,060	43.01
Cutlass/Ciera	29,120	28.74	72,200	76.26	96,002	94.75	35,787	35.30
Oldsmobile	265,178	100.00	.....	.....	261,782	98.72	7,219	2.72
Toronado	33,928	100.00	.....	.....	33,928	100.00	33,928	100.00
Pontiac Division	333,814	63.30	217,776	41.10	318,904	60.10	457,096	86.20
J-2000	37,444	31.50	81,430	68.50	54,174	45.60	113,062	95.00
T1000	2,268	5.10	42,201	94.90	17,298	38.90	311	.70
Firebird	94,037	80.80	22,342	19.20	18,214	15.70	102,793	88.50
Phoenix	20,072	40.80	29,095	59.20	41,976	85.40	45,206	91.90
Grand Prix	80,650	100.00	.....	.....	79,286	98.70	79,494	98.90
Bonneville/LeMans	58,884	73.10	21,629	26.90	78,293	97.20	80,444	100.00
6000	40,459	47.90	21,079	52.10	29,663	73.30	35,786	88.50
VOLKSWAGEN	102,664	100.00	.....	.....	3,593	3.40	2,567	2.50
Total Cars, U. S.	3,947,008	69.10	1,575,541	28.10	3,408,972	59.70	2,754,651	48.20

*Estimated

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,898 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.

Model breakdown

Auction Averages

	February To Date	January	December
1983	$11,250	$10,679	
1982	7,516	7,253	$6,811
1981	6,044	5,844	5,157
1980	4,952	4,814	4,811
1979	4,425	4,235	4,148
1978	3,262	3,175	3,125
1977	2,341	2,573	2,649
1976	1,744	1,679	2,021
Overall Average	$ 4,693	$ 4,646	$4,505

factories list auction dates

Chrysler Corp.

Feb. 22—Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

American Motors

Feb. 22—D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Feb. 23—Metro Milwaukee Auto Auction, 561 S. Hwy. 41, Caledonia, Wis.; South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.; Sand Mountain Auto Auction, U.S. 431, Boaz, Ala.

Ford Motor Co.

Feb—23—Central States Auto Auction, 824 South Taft, Mason City, Ia.; Metro Auto Auction of Kansas City, 101 W. Oldham Parkway, Lee's Summit, Mo.; Northway Exchange, Route 146, Clifton Park, N. Y.

Indianapolis auction will open March 1

INDIANAPOLIS. — Indianapolis Auto Auction, Inc., will open March 1 at 4040 Office Plaza Blvd. The 100-acre facility will include a 26,000-square-foot building with six selling lanes. Sales will be held each Tuesday.

Used Car Sales

Auction Averages

February to date	$4,893
Month ago	$4,533
Year ago	$4,788

used-car auction directory

Display Rates: $64.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $20.00; 13-times, $18.50; 26-times, $16.50; 52-times, $13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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CLANTON'S AUTO AUCTION, INC.

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Year-to-date production 50 pct. ahead of 1982

Week's car output reaches 129,682

By Patricia Hoffman
Staff Writer

The resumption of output at two assembly plants and overtime schedules at General Motor's Flint facility and Chrysler Corp.'s St. Louis point pulled last week's domestic car production up from the previous week's total. Output also was well above that of the comparable 1982 period.

Last week the makers scheduled 129,682 cars, a 9.88 percent gain over 118,025 built the prior week, and up 24.25 percent from last year's 104,376 units.

Breakdown for the week by company was: GM, 57.11 percent; Ford Motor, 26.44 percent; Chrysler, 12.15 percent; American Motors, 2.44 percent; Volkswagen of America, 1.51 percent and Honda, 0.35 percent.

To date, the manufacturers have produced 771,331 cars, a 50.62 percent gain over the 512,111 units built in the same period in 1982.

The Eagle line at AMC's Kenosha plant was idle last week (Feb. 14) due to overstocked inventory. Alliance production was not affected.

Ford's San Jose point returned last week following two weeks of downtime for inventory control.

Also back following inventory adjustment downtime was GM's Willow Run facility. Operations were idled there Feb. 7.

GM's Flint plant worked six days last week, while Chrysler's St. Louis facility operated a daily nine-hour shift.

The Chrysler Jefferson and Newark points worked two daily nine-hour shifts for the third consecutive week last week.

All other assembly plants were reported working regular eight hour shifts.

Truck production moves upward; 45,604 for week

The return of Ford Motor's Louisville facility and overtime at General Motors' Detroit point boosted last week's domestic truck production 13.61 percent from the previous week's total.

Output last week was targeted at 45,604 units, up from 40,140 built the previous week, and an 8.40 percent gain over the 42,070 assembled in the comparable period last year.

Year-to-date the makers have produced 250,270 trucks, up 9.54 percent from last year's 228,480.

The senior Jeep line at American Motors' Toledo facility was down last week (Feb. 14) due to overstocked inventory.

Also idle last week was one line at International Harvester's Springfield plant. Full operations will resume there Feb. 28.

Saturday overtime was scheduled last week at GM's Detroit facility.

The GM Lordstown and St. Louis plants worked Saturday overtime for the second week last week.

Chrysler Corp.'s Warren plant operated a daily nine-hour shift for the fourth straight week last week.

Volkswagen of America's Westmoreland facility, idle since last June 28, is scheduled to resume production today (Feb. 21).

Second-shift operations are slated to resume next week (Feb. 28) at the GM St. Louis plant. About 900 workers will be called back from indefinite layoff.

Beginning March 11, the GM Lordstown facility will increase van output from 24 units an hour on two shifts to 29 an hour on two shifts. About 300 workers will return.

Break-even point is nearer IH chiefs tell shareholders

By Roger Rowand

CHICAGO.—Executives at International Harvester Co.'s annual meeting in the auditorium of the Art Institute here displayed their own picture of restrained optimism.

They exhibited conservatively tinted forecasts that a break-even point is growing more reachable for the troubled firm.

Louis W. Menk, chairman, told the 485 shareholders present that IH continues to tighten operations around a core of North American truck business and agricultural equipment business in North America and Europe.

The most solid good news for holders related to cash.

Menk said disposition of non-core assets and other moves have improved the company's cash position. At Jan. 31, IH had $225 million in cash and marketable securities.

After the meeting, Menk told Automotive News, "That's probably a couple hundred million ahead of our worst cash position."

Menk said, "Our cash forecasts indicate no major problems for the balance of 1983."

President Donald D. Lennox added, "Our cash flow will be sufficient to do without further concessions from banks or suppliers."

Menk said cash flow was boosted by a reduction in inventories to $1.2 billion at the close of 1982 from $1.6 billion at year-end 1981.

Lennox was smiling and cheerful but with restraint. He said truck sales have been depressed by deregulation of the truck industry with resulting intense competition, high interest rates and postponed buying because of new federal laws.

He predicted an increase in truck sales this year of six to eight percent. In a Q & A portion of the meeting, Lennox said none of the company's major businesses is for sale.

Lennox said, "We think we are turning the company around, provided the economy turns around as is being predicted widely."

In its first fiscal quarter ended Jan. 31, IH had a loss of $165 million from continuing operations on sales of $722 million. The comparable year-earlier loss was $276 million on sales of $891 million.

The 1983 loss was eased a bit by extraordinary income of $54 million that arose with acceptance of an exchange offer by some IH bondholders.

Truck sales were $470 million in the first quarter.

3 plants return; Canadian output rises for week

The return of Ford Motor's Oakville and St. Thomas facilities and American Motors' Brampton point helped boost last week's Canadian auto production far above the previous week's total.

Last week, the car makers estimated 23,721 units, a 73.32 percent gain over the 13,686 built the previous week, and up 66.36 percent from 14,259 units assembled in the comparable 1982 period.

So far this year, the manufacturers have produced 125,083 cars, a 35.44 percent gain over last year's 92,356.

Truck output last week, marred by a strike at International Harvester's Chatham plant, was 10,000 units, down 1.83 percent from 10,186 built the previous week. Output was also down 7.96 percent from 10,865 trucks completed in the same week last year.

Year-to-date, the truck makers have finished 60,961 units, a 14.42 percent gain from 53,276 at this time in 1982.

Only one truck plant was reported idle last week. International Harvester's Chatham point was down due to a strike. Operations were halted there following the morning shift on Feb. 7.

The Ford Oakville and St. Thomas points, plus AMC's Brampton facility returned last week following downtime due to overstocked inventory.

All other car and truck plants were reported working last week.

U. S. CAR PRODUCTION

	Week Ended Feb. 19, 1983	Week Ended Feb. 20, 1982	Week Ended Feb. 12, 1983	Feb. to Date	Jan. 1 to Feb. 20, 1982	Jan. 1 to Feb. 19, 1983
AMERICAN MOTORS	3,160	1,550*	3,914	9,464	7,079*	23,805
AMC Total	.....	.....	834	834	.....	2,491
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	834	834	.....	2,488
Renault Total	3,160	.....	3,080	8,630	.....	21,314
Alliance	3,160	.....	3,080	8,630	.....	21,314
CHRYSLER CORP.	15,750	14,788	15,422	43,267	61,181	86,546
Plymouth Total	5,850	6,309	5,729	15,926	27,110	31,221
Horizon	2,000	2,175	2,081	5,212	8,153	9,501
Reliant	3,800	4,134	3,592	10,532	18,957	21,383
Caravelle ('83)	50	.....	56	184	.....	337
Chrysler Total	3,300	1,915	3,311	9,411	9,396	20,813
LeBaron	1,700	1,915	1,530	4,569	9,396	10,816
Chrysler E-Class	1,600	.....	1,781	4,842	.....	9,997
Dodge Total	6,600	6,564	6,382	17,928	24,675	34,512
Omni	2,300	2,086	2,101	5,988	7,386	10,561
Aries	2,800	3,390	2,861	7,823	14,103	15,742
Dodge 400	500	1,088	523	1,588	3,186	3,538
Dodge 600	1,000	.....	897	2,529	.....	4,671
FORD MOTOR	34,297	27,495	32,057	85,155	83,025	176,186
Ford Division	23,217	18,210	21,834	56,743	47,286	111,409
Escort	7,320	6,945	5,954	14,412	19,928	27,805
Fairmont	2,810	3,388	2,845	8,306	6,613	20,889
Mustang	3,551	4,494	3,367	8,104	8,689	15,000
LTD/Granada	3,462	2,046	4,178	11,057	7,976	24,239
Thunderbird	3,870	1,176	3,599	9,785	3,670	14,477
Crown Victoria/Ford	2,011	.....	1,891	4,717	.....	8,488
EXP	193	161	.....	362	410	511
L-M Division	11,080	9,285	10,223	28,412	35,739	64,777
Mercury Total	8,688	7,203	8,141	22,319	23,185	49,995
Lynx	1,909	2,085	1,464	3,615	5,110	7,312
Capri	531	907	785	1,777	1,993	3,295
Zephyr	1,185	1,217	1,256	3,546	2,722	7,512
Marquis/Cougar	1,342	1,180	1,144	3,542	4,479	8,151
Cougar/XR7	1,464	457	1,417	3,903	1,208	6,149
Gr. Marquis/Marquis	2,195	1,312	2,075	5,796	7,547	17,370
LN7	62	45	.....	140	126	206
Lincoln Total	2,392	2,085	2,082	6,093	12,554	14,782
Continental ('82)	474	417	416	1,213	3,040	2,947
Lincoln	1,028	839	893	2,617	5,030	6,496
Mark VI	890	826	773	2,263	4,484	5,339
GENERAL MOTORS	74,061	57,121	65,282	193,930	342,821	470,091
Buick Division	17,429	16,059	13,719	44,714	84,841	113,555
Skylark	2,760	2,553	261	5,311	11,267	12,492
Skyhawk J	1,380	2,321	1,382	3,892	9,590	10,101
Century	2,869	2,798	3,130	8,143	16,554	19,432
Regal	4,950	4,947	4,066	12,893	21,971	36,415
Buick	4,810	3,041	4,313	12,701	22,440	30,354
Riviera	660	399	567	1,774	3,019	4,761
Cadillac Division	6,535	5,694	6,276	17,963	33,725	47,193
Cimarron	495	.. ..	578	1,428	493	3,537
Seville	930	531	812	2,403	2,419	4,805
Eldorado	1,510	1,550	1,303	4,067	7,347	10,866
Cadillac	3,600	3,613	3,583	10,065	23,466	27,985
Chevrolet Division	22,273	11,614	20,775	56,526	82,016	134,321
Chevette	4,815	1,686	4,151	11,624	5,058	26,175
Cavalier	4,112	.....	4,103	10,357	13,469	23,136
Celebrity	795	551	812	2,298	5,659	8,230
Camaro	3,765	3,836	3,625	9,948	24,460	25,874
Citation	2,490	.....	2,410	6,561	11,144	15,927
Malibu	3,082	2,891	2,474	7,304	9,317	17,014
Monte Carlo	1,558	1,640	1,769	4,479	6,334	11,308
Chevrolet	1,300	406	1,316	3,399	2,545	5,950
Corvette	356	604	115	556	4,030	707
Oldsmobile Division	20,701	18,205	17,339	54,473	101,371	127,157
Omega	2,590	1,486	.....	4,642	8,929	9,138
Firenza	790	2,310	782	2,160	15,841	5,119
Cutlass	5,820	4,784	5,110	15,842	22,386	38,351
Cutlass/Ciera	3,577	3,169	4,294	10,969	12,397	20,950
Oldsmobile	7,160	5,429	6,497	18,787	37,134	48,074
Toronado	764	1,027	656	2,073	4,684	5,525
Pontiac Division	7,123	5,549	7,173	20,254	40,868	47,865
Acadian†	.....	.....	839	1,031	.....	2,056
2000	1,673	.....	1,552	4,879	1,838	11,564
1000	785	152	841	2,299	355	5,231
Firebird	1,765	2,126	1,793	4,719	13,494	11,253
Phoenix	820	.....	761	2,213	3,509	4,546
G. Prix/B'ville ('83)	2,080	3,271	1,387	5,113	21,672	13,215
A6000	.....	.....	.....	.....	.....	.....
HONDA*	460	.....	440	1,206	.....	2,395
VOLKSWAGEN	1,954	3,322	910	2,864	17,505	12,308
CHECKER	.....	100*	.....	.....	500*	.....
Total Cars, U. S.	129,682	104,376	118,025	335,886	512,111	771,331

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 19, 1983	Week Ended Feb. 20, 1982	Week Ended Feb. 12, 1983	Feb. to Date	Jan. 1 to Feb. 20, 1982	Jan. 1 to Feb. 19, 1983
CHEVROLET	16,306	13,744	14,927	42,802	83,994	91,062
DODGE	2,800	3,011	2,803	7,697	13,875	13,133
FORD	18,838	16,567	13,413	45,907	69,508	94,206
GMC	4,650	4,283	4,762	12,566	30,704	29,500
INTERNATIONAL	660	600*	1,026	2,501	7,239*	6,057
VOLKSWAGEN	.....	665	.....	.....	3,397	.....
JEEP	1,300	1,750*	2,159	4,609	9,713*	8,962
AM GENERAL	50*	50*	50*	140	250*	350
MISCELLANEOUS	1,000*	1,400*	1,000*	2,800	9,800*	7,000
Total Trucks, U. S.	45,604	42,070	40,140	119,022	228,480	250,270

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 19, 1983	Week Ended Feb. 20, 1982	Week Ended Feb. 12, 1983	Feb. to Date	Jan. 1 to Feb. 20, 1982	Jan. 1 to Feb. 19, 1983
CHRYSLER CORP.	2,652	2,029	2,690	7,150	11,416	18,404
FORD MOTOR	2,988	3,116	2,993	6,119	10,408	12,732
GENERAL MOTORS	4,360	5,481	4,477	12,389	29,850	28,997
INTERNATIONAL	.....	239	26	239	1,602	828
Total Trucks, Canada	10,000	10,865	10,186	25,897	53,276	60,961
N. American Trucks	55,604	52,935	50,326	144,919	281,756	311,231

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended Feb. 19, 1983	Week Ended Feb. 20, 1982	Week Ended Feb. 12, 1983	Feb. to Date	Jan. 1 to Feb. 20, 1982	Jan. 1 to Feb. 19, 1983
AMERICAN MOTORS	960	610	.....	1,738	3,140	4,835
CHRYSLER CORP.	4,512	3,426	3,831	11,394	22,470	28,674
FORD MOTOR	8,072	3,838	480	11,630	19,312	28,730
GENERAL MOTORS	9,952	6,160	9,150	26,057	45,905	61,269
VOLVO	225	225	225	630	1,529	1,575
Total Cars, Canada	23,721	14,259	13,686	51,449	92,356	125,083
N. American Cars	153,403	118,635	131,711	387,335	604,467	896,414
N. American Trucks	55,604	52,935	50,326	144,919	281,756	311,231
North American Cars and Trucks	209,007	171,570	182,037	532,254	886,223	1,207,645

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.
*—Honda figures are estimated. Actual Honda production totals will be released next Spring.

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Car production of 131,687 is best since June

By Patricia Hoffman
Staff Writer

Operations at all car facilities and Saturday overtime at five assembly points boosted last week's domestic auto production to its highest point in more than eight months.

Last week, the manufacturers produced an estimated 131,687 cars, up from the previous week's 130,572 and up 45.50 percent over last year's 90,509 units.

The total was the most for any week since the period ended June 19 of last year when the makers assembled 136,630 units just before model-changeover downtime began at most assembly plants.

Breakdown for last week by company was: General Motors, 55.71 percent; Ford Motor, 26.13 percent; Chrysler Corp., 13.18 percent; American Motors, 3.01 percent; Volkswagen of America, 1.60 percent, and Honda, 0.37 percent.

Year-to-date, there have been 903,908 cars assembled, a 49.98 percent gain over 602,673 built in the same period last year.

Assembly of AMC Eagles resumed last week (Feb. 21) at the company's Kenosha plant following a one-week shutdown for inventory control.

Saturday overtime was scheduled last week at GM's Doraville, Janesville and Lansing points, plus Ford's St. Louis and Wixom facilities.

Overtime schedules continued for the fourth consecutive week

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Alliance X-37

AMC/Renault to add hatchbacks, diesel

Unofficial photo shows the new five-door hatchback version of the Renault Alliance which, along with a companion three-door hatchback, will be built at AMC's Kenosha (Wis.) plant. Known as the X-37 series, the hatchbacks may wear a badge other than Alliance when they bow this fall. At the same time, AMC will introduce a 1.6-liter diesel engine to its Alliance line and will drop its aging Concord and Spirit lines.

GM-Toyota venture needs much work to wrap up details

By Matt De Lorenzo
Los Angeles Reporter

FREMONT, Calif. — The recent signing of a memorandum joining General Motors and Toyota in a venture to produce cars at the idle GM assembly plant here opens the door to further negotiations and legal maneuvering by the companies before the plant can be reopened.

The agreement calls for production of some 200,000 subcompact cars per year beginning as early as possible in the 1985 model year. The car will be sold by Chevrolet dealers.

At the signing ceremony, reporters hammered away at the question of whether the workers would be represented by the UAW, yet, far more pressing questions, such as antitrust ramifications and selection of the joint venture's management and suppliers have to be answered before the first worker is hired.

GM Chairman Roger Smith was optimistic about the two firms receiving Federal Trade

Teamster pact unlikely at Fremont. Page 2

Commission approval to go ahead with the project.

"We know what the antitrust laws are and we know what to do and what we can't do," Smith said. "We worked from day one to make sure that this would fit under the Federal Trade Commission jurisdiction and we're OK on it.

"We're going to the FTC with the memorandum of understanding we signed today and lay it out to them. They'll be the ones that will pass on it. I'm confident — we've been working on it (the joint venture) for a year with (antitrust laws) in mind and I'm sure we're all right."

• Edwin Harper, a special assistant to President Reagan, was on hand to praise the venture as a sign that the auto industry is on its way back. However, he stopped short of giving the agreement full White House blessing.

Similarly, a letter from Commerce Secretary Malcom Baldrige was distributed at the ceremony hailing the agreement as, "a significant development for the auto industry in the U. S. and the world."

The letter went on to say, "Your production facility in

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Logan Manufacturing on sale for $7.5 million

DeLorean seeks 'immediate cash'

By Edward Lapham
Senior Editor

John DeLorean is in the process of liquidating more of his non-automotive business holdings, Automotive News learned last week.

The latest business to go on the block is the Logan Manufacturing unit of DeLorean Manufacturing Co. Automotive News sources said the asking price for Logan is $7.5 million, with the only acceptable terms reported to be "immediate cash."

One of the interested parties is Canadian-based Bombardier, Ltd., which reportedly has made an offer to purchase the Logan (Utah) manufacturer of tracked vehicles.

Helen Crevier, spokesperson for Bombardier, confirmed that the company is planning to expand but said it only has "been studying" the Utah company.

"It is just one of many projects they are looking at as part of a plan to expand," she said.

Bombardier, generally cited as the progenitor of the snowmobile industry with its Ski-Doo models, has expanded into other areas which include tracked vehicles, rail cars, buses and military vehicles.

The U. S. Federal Trade Commission recently ruled that the Quebec provincial government improperly subsidized Bombardier through less-than-market value export financing loans. The ruling came as a result of Bombardier's successful bid to supply transit vehicles to New York.

The FTC said Budd Co., another bidder on the project, was injured by the trade infraction.

• Automotive News also learned that a Logan Manufacturing management group, which has worked there since before DeLorean acquired the company from Thiokol Corp., is interested in a leveraged buyout.

Unlike some other DeLorean ventures, the Logan operation is said to be "quite profitable." It produces tracked vehicles, including those used to groom ski slopes, at a rate of about one a day.

Logan, which is non-union, is considered a "cash cow." That is, it is a mature company which has few major capital needs and generates short-term profits.

Also on the block is Composite Technology Corp., a subsidiary of DeLorean Motor Co. The subsidiary, which was to have produced ERM body panels for the DeLorean sports car, filed for Chapter 11 bankruptcy status on the same day DMC filed.

DeLorean officials have been trying to sell CTC since last June. The search for a buyer for Logan began last autumn.

Logan has been a focal point in certain investigations of John DeLorean's financial holdings, including investigations by the U. S. Internal Revenue Service. Most questions being asked concern the 1979 acquisition of Logan by DeLorean and the ultimate source of the funds used to buy the company.

John DeLorean owns CRISTINA, a Nevada corporation. CRISTINA owns DeLorean Manufacturing Co., formerly the John Z. DeLorean Corp., of which Logan Manufacturing is a unit. DeLorean Manufacturing owned more than 80 percent of

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breaking news

Production changes at Cadillac/Olds home plants

DETROIT.—Beginning in the 1984 model year, Cadillac and Oldsmobile will alter their production lineup. Cadillac will build the rear-wheel-drive Oldsmobile Delta 88 at its home plant in Detroit. It will also continue building the RWD Fleetwood Brougham. Production of the new front-wheel-drive Cadillac deVille and Fleetwood will be switched from that plant to the new GMAD facility in Orion Township, Mich. About 1,200 workers will be laid off by Cadillac.

Oldsmobile will continue building the Delta 88 for 1984 as will the GMAD plant in Fairfax (Kansas City). It will stop producing the car in the spring of 1984 to tool up for production of GM's new FWD 1985 passenger cars. The 1984 FWD Olds 98 will be built at Orion and its new sister plant in Wentzville, Mo.

Nissan unveils pickup to be built in U. S.

CHICAGO.—Nissan has unveiled a new pickup truck at the Chicago Auto Show which will replace the 1983 Datsun pickup and will go on sale immediately under the Nissan

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Mini-diesel

Toyota unveils Hi Ace

New minivan on the Japanese market is this diesel-powered Toyota Hi Ace Super Custom. The eight-seater has squared-off styling, with increased glass area and sun and moon roofs.